

Skillsbootcamp

17th June 2020

8:30 AM Impact & influencing skills

Summary:

The ability to impact & influence others is a key competency identified in top performers. We use "metaprofiling" to show delegates how to identify others motivations & preferred language then how to adapt their own style accordingly.

Key learning :

- What are the different platforms and when to use them?
- Building your profile statement to get noticed;
- When to accept followers, and when not to;
- How to build a network;
- The top ten best tips we have found from reading 100's of articles and attending sessions.

It would suit:

This would suit leaders, managers and project leads who need to influence others not just their reportees. It would also suit anyone starting an enterprise who need to build relationships with suppliers, partners and investors.

10:30 AM Successful selling

Summary:

This course provides a guide for mastering crucial selling skills, strategies and techniques. You will gain insight into the mind set of successful sales-people and understand how to develop your skills for the 21st century.

Key learning :

- When to sell and when not to sell;
- Following the sales steps from making contact through to rapport and establishing value to the close and follow up;
- Dealing with negatives and obstructions;
- The top ten best tips we have found from reading 100's of articles and attending sessions.

It would suit:

For all those in sales, recruitment, hospitality and anyone wishing to promote their brand and wants to build their confidence.

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Inspiring learning in 90 minutes